



## AGENDA MEMORANDUM

Action Item for the City Council Meeting April 11, 2023

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**DATE:** March 28, 2023

**TO:** Peter Zanoni, City Manager

**FROM:** Nadia Chandler-Hardy, Assistant City Manager  
[nadiach@cctexas.com](mailto:nadiach@cctexas.com)  
(361) 826-3506

Peter Collins, Chief Information Officer of Information Technology  
[PeterC@cctexas.com](mailto:PeterC@cctexas.com)  
(361) 826-3735

Josh Chronley, Assistant Director of Finance-Procurement  
[JoshC2@cctexas.com](mailto:JoshC2@cctexas.com)  
(361) 826-3169

<b>Cisco Smartnet Network Equipment Support and Maintenance</b>
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### **CAPTION:**

Motion authorizing a one-year service agreement renewal, with Great South Texas Corp, dba Computer Solutions of San Antonio, through the DIR Cooperative, for SmartNet network equipment support and maintenance for the Information Technology Department, in an amount of \$508,721.54, with FY 2023 funding from the Information Technology Fund.

### **SUMMARY:**

This motion authorizes a service agreement with Great South Texas Corp dba Computer Solutions for the support and maintenance renewal of Cisco SmartNet. Computer Solutions has a local office in the City of Corpus Christi, is a woman owned business and is a HUB vendor. This purchase has a 16% discount for a total cost savings of \$96,899.35.

This maintenance renewal will provide the necessary support and maintenance for the City's critical network equipment.

**BACKGROUND AND FINDINGS:**

Cisco SmartNet support and maintenance is required for critical network infrastructure. Cisco SmartNet includes 24x7 access to network technical assistance center engineers, device management, online technical resources, firmware updates and hardware replacements. The Cisco SmartNet renewal will ensure that the City of Corpus Christi has support and maintenance for the critical network infrastructure.

This year’s renewal includes network equipment from the 2019 network refresh project. All network equipment purchased in 2020 came with 3-year support and maintenance. The 2020 network equipment is the reason for the increase for maintenance needed from 241 to an increase of 504 totaling 745.

**PROCUREMENT DETAIL:**

This procurement is being facilitated through the DIR Cooperative. Contracts awarded through the DIR Cooperative has been competitively procured in compliance with Texas Local and State procurement requirements. The current license is with Great South Texas Corp, dba Computer Solutions. There is no change in price per unit from the license renewal. The savings on the DIR Cooperative for this agreement is 16% off retail price which is a savings of \$96,899.35.

Information Technology in conjunction with the Procurement Division of Finance examined pricing by other cooperative contracts and service offerings to find the most cost-effective option for the City. Below is a chart that demonstrates the published discount rates from the cooperative contracts that were examined: Buyboard, and GSA, in comparison to the DIR Cooperative. The published discount rate displays the maximum discount the cooperative can apply to the total cost. Great South Texas Corp, dba Computer solutions is a local officed, women owned HUB vendor, that provided a published discount rate of 16%, which makes the DIR contract procurement the best decision.

<b>Cooperative</b>	<b>Published Discount Rate</b>
GSA	0%
BuyBoard Cooperative	5%
DIR Cooperative*	16%

**ALTERNATIVES:**

There is no alternative. The critical network infrastructure is a highly secure system that must be supported and maintained by Cisco Smartnet.

**FISCAL IMPACT:**

This purchase totaling \$508,721.54 to renew Cisco SmartNet support and maintenance is budgeted in the Information Technology fund for fiscal year 2023.

**FUNDING DETAIL:**

Fund: 5210 Info Tech  
Organization/Activity: 40430 IT Network Services  
Project # (CIP Only): n/a  
Account: 520105 Computer Software

**RECOMMENDATION:**

Staff recommends approval of this motion authorizing a one-year service agreement with Great South Texas Corp, dba Computer Solutions.

**LIST OF SUPPORTING DOCUMENTS:**

Service Agreement  
Price Sheet